

CHARLES NELSON

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GLOBAL SUPPLY CHAIN EXECUTIVE

**Influencing & Transforming How Corporations Think, Grow & Operate Their Global Businesses
Delivering Brand Growth, Revenue & Profit Enhancement, Cost Reduction And Optimal Efficiencies
Global Supply Chain Management – Supply Chain Strategy – Supply Chain Planning & Execution**

CORE LEADERSHIP STRENGTHS

- ▶ **History of developing award-winning**, industry changing processes that turn supply chain operations into world-class entities.
- ▶ **Global reputation as industry expert**, panelist and author, bringing innovation and “explosive” creativity to supply chain and logistics.
- ▶ **Possess transformative leadership** mindset that achieved \$400M profit growth in 3 years (\$300MM organic growth and \$220M cost savings) to PepsiCo and Coca Cola.
- ▶ **Strategic business partner** building first-of-its-kind supply chain solutions that improve operations, slash millions in costs and unlock new revenue opportunities.

SELECTED INDUSTRY DISTINCTIONS

Supply Chain Innovation Award, CSCMP
2011/2010 Pros To Know Award
Top 25 Global Supply Chain Executives
2010 Consumer Technology “Visionary Award”
CSE 40 Under 40 Best Engineers – 2011
Next Generation Thought Leaders
CT 40 Under 40 Connecticut’s Best – 2011
Industrial Engineers “Medallion Award”

**Strategic & Tactical Planning | Organizational Strategy | Lean Six Sigma Principles | Process & Efficiency Improvement
P&L Management | Capacity & Logistics Planning | Automation Solutions | Logistics Management | Cost Avoidance
Technology Integration | Turnaround Management | Sourcing & Procurement | M&A Activities | Capital Projects**

“Charles is a **global transformation and next generation thought leader**. His impact on industry is proven and profound. He has changed how large corporations think and operate their supply chains” – Industry Executive

“Charles is **one of the 10 most influential and visionary leaders** in consumer goods industry” – CGT, 2010

LEADERSHIP CAREER & ACCOMPLISHMENTS

Senior Director of Supply Chain Planning - Anheuser-Busch InBev – St. Louis, MO | 2011 to present
\$500M Assets | \$5B Plan and Optimization | Direct 22 & Indirect 129 | 12 Breweries / 700 Wholesalers | Report to VP, Logistics
Supply planning, sourcing, demand forecasting, raw materials supply, consumer analytics, capacity planning

CHALLENGE: Execute strategies and initiatives for North American Zone supply chain and demand planning—driving charge to “produce the right quantities in the right places at the right time”.

COST REDUCTION: Bridged gap in supply chain operations and delivered **\$2M in operational cost savings**.

- ➔ Launched new initiative combining demand sensing, inventory optimization, order allocation and transport forecasting for **world-class logistics operations**; project’s success will spring **\$22M savings in 2015**.

